

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of September 30, 2004¹

TOTAL MEMBERSHIP BY COUNTY

	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	203	43	294	0	1,745	83	840	291	2,810	0	1,016	462	896	1,283	9,966
CIGNA HealthCare of Massachusetts, Inc.²	87	35	160	2	549	160	1,145	329	1,342	0	383	321	185	9,138	13,836
ConnectiCare of Massachusetts, Inc.	0	25	0	0	2	292	6,949	1,706	0	0	3	0	2	79	9,058
Fallon Community Health Plan, Inc.	136	28	832	3	4,741	1,150	938	236	15,636	0	2,549	793	707	140,745	168,494
Great-West Healthcare of Massachusetts, Inc.³	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Harvard Pilgrim Health Care, Inc.	22,395	588	29,066	3,243	49,649	641	1,976	899	139,200	17	74,807	44,238	63,742	38,296	468,757
Health New England, Inc.	26	10,432	8	1	14	6,580	31,310	14,968	18	0	7	13	9	330	63,716
HMO Blue⁴	29,729	19,163	64,859	348	96,356	10,312	47,309	17,663	176,571	663	82,326	66,134	44,379	86,514	742,326
Neighborhood Health Plan, Inc.	167	350	7,552	8	24,292	136	1,939	104	17,855	0	10,042	7,955	43,585	5,840	119,825
Tufts Associated HMO, Inc.⁵	9,665	2,013	24,473	0	54,038	3,106	14,906	5,836	131,851	0	52,389	38,701	30,140	47,323	414,441
UnitedHealthcare of New England, Inc.	45	0	1,314	0	22	0	7	2	156	0	91	78	50	161	1,926
Total HMO Members	62,453	32,677	128,558	3,605	231,408	22,460	107,319	42,034	485,439	680	223,613	158,695	183,695	329,709	2,012,345
2003 Massachusetts Population⁶	229,545	133,310	547,008	15,601	737,848	72,204	461,190	155,101	1,471,724	10,724	654,331	487,521	680,705	776,610	6,433,422
Market Penetration Rate⁷	27.21%	24.51%	23.50%	23.11%	31.36%	31.11%	23.27%	27.10%	32.98%	6.34%	34.17%	32.55%	26.99%	42.45%	31.28%

¹ Information reported by HMOs as of the end of the third quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

² The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

³ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁴ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁵ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.

⁶ 2003 Population Source: Table 2: Cumulative Estimates of Population Change for Counties of Massachusetts and County Rankings: April 1, 2000 - July 1, 2003 (CO-EST2003-02-25). Source: Population Division, U.S. Census Bureau. Release Date: April 9, 2004.

⁷ Total HMO members in each county divided by the 2003 population in each county.